# MRGINIA-CAROLINA CHEMICAL COMPANY

s Sales and Output Are Far Greater Than That of the Original Companies, and Show Clearly Its Vast Resources.

# ORE THAN 20,000 EMPLOYEES

Brands Are the Most Valuable and the First Ever Established In This Country-Its Annual Business Immense.

## TORY OF ITS ORGANIZATION

ne Company as it Stands To-Day is Well Rounded and Self Sufficient-History of Fertilizer Industry.

signal step in the business history of Richmond and the South was the nization in 1805 of the Virginia-Carolina Chemical Company, accomplished the afforts of the present executive head of the company, Mr. Samuel T

For three years prior to the company's organization the low prices of all farm

For three years prior to the company's organization the low prices of all farm lucts had so distressed the agriculturists that virtual bankruptcy was staring min the face, with a vual necessity of either abandoning many of their farms at least of severe curtailment of their production.

The fertilizor business, from its nature, being one of long credits, such conditions a necessarily reacted upon it, resulting in desperate competition among the infacturers in their efforts to realize on maturing indebtedness and to convert unfactured stocks into cash. Conventions were held and the industry discussed bout arriving at any solution of the grave situation. It was at this moment that Morgan, then president of the Durham Fertilizer Company, of Durham, N. C., of the Norfolk and Carolina Chemical Company, of Norfolk, Va., applied himto the solution of the problem, with the result that the Virginia-Carolina mical Company was evolved, bringing into one compact corporation eight manuring plants located in Virginia and North Carolina, with a capitalization of and one-half million dollars, and the principal business, office in Richmond. In this organization there was no approach to monopoly, for that has never been sidered nor attempted, but it concentrated under one management sufficient of In this organization there was no approach to monopoly idered nor attempted, but it concentrated under one

sidered nor attempted, but it concentrated under one management sufficient of competitive interests to insure a steadying influence on the trade and to save a the whirlpool of bankruptcy the most important industry in the South. Having in view the saving in expenses and so much greater distributing facilities, company has been embled to accomplish what is impossible for any single unfacturing plant, and as a philosophical result of the original organization the pany has grown and continues to grow.

The company as it stands to-day is a well rounded and self-sufficient organization. It has ever been the purpose to so manage the investments as to place it as as possible beyond the reach of adverse influences, the directorate taking the mid that the stockholders' money entrusted to its care, should be so safeguarded as received the possibility of any outside powers closing the avenues for supplying materials, and to insure against any contingency and at the same time to alone its own raw materials at first hands, and hence more cheaply, has made investments in phosphate lands, sulphur ore mines, cotton seed oil mills and ish deposits. The organization thus well developed in the physical property it rols is fully started on the operation and development of its various resources, the are now gotten under one head, and which are to be prosecuted to one end. In the block of country, having Ballimore for its northeast corner, St. Louis on northwest, El Paso, Texas, on the southwest, and Jacksonville, Fia., on the heast, the company operates its forty-five sulphuric acid and fortilizer manuring plants, its phosphate rock properties of South Carolina and Tennessee, using plants, its phosphate rock properties of South Carolina and Tennessee, is lard and soap manufacturing plants at Savannah, Ga., and Now Orleans, La. Within this territory the company's business amounts to two hundred thousand skilled and ordinary workmen and nearly five hundred its and officials.

Yet, less than fifty years ago the manufacture of fertiliz

al, twenty thousand skilled and ordinary workmen and nearly five hundred is and officials.

Tet, less than fifty years ago the manufacture of fertilizers in this country was nicknown art, and the first attempts were made with a shavel and a tub. Step by step the business has fought its way, overcoming ignorance and prejunition and the step by step the business has fought its way, overcoming ignorance and prejunition in the step by step the business has fought its way, overcoming ignorance and prejunition in the step of the country, the merchants measure the credit of the agricultany parts of the country, the merchants measure the credit of the agricultany parts of the country, the merchants measure the credit of the agricultany parts of the country, the merchants measure the credit of the agricultany parts of the country, the merchants measure the credit of the agricultany for that those engaged in any pursuit where profit is expected; must study rethan the amount of the thousands of wornout plantations, and the successive cropovement of the thousands of wornout plantations, and the successive cropovement of the thousands of wornout plantations, and the successive cropovement of the thousands of wornout plantations, and the successive cropovement of the thousands of wornout plantations, and the successive cropovemental fertilizers for all growing crops.

The United States government, quick to appreciate the value of this industry to concourage and assist in the spread of the knowledge of proper and scientific to encourage and assist in the spread of the knowledge of proper and scientific to encourage and assist in the spread of the knowledge of proper and scientific to exclude the successive and scientific to encourage and assist in the spread of the knowledge of proper and scientific to encourage and assist in the spread of the knowledge of proper and scientific to exclude the successive crops and the successive crops and the successive crops and the successive crops are step of the spread of the knowledge of

ravages of this pest.

The Boll Weevil Convention, which has just met at Shreveport, La., adopted government method for the destruction of this pest, as follows:

Destruction of the states by fire as early in the fall as possible, burning

- n the field.

  Early planting of the earlier maturing varieties.

  Greater space in the drill and between the rows.
- Early puniture.

  Greater space in the drill and perturbation of the weevils and infested squares some conditions, hand picking of the weevils and infested squares that some conditions.

7. Diversification of crops.

Germane to this subject the following letter will be interesting:

United States Department of Agriculture,
Washington, D. C.,
Bureau of Plant Industry,
B. T. Galloway, Chip, Seaman A. Knapp, Special Agent,
Geo, W. Curtis, Assistant.

Geo, W. Curtig Assistant.

Geo, W. Curtig Assistant.

A. J. Peters, Rotanist in Charge.
Houston, Texas, August 2, 1904, Room 17, Masonic Temple.

Gentlemen.—In reply to your letter of July 30th, I will say that by our reports all parts of the State, and by personal inspection of many farms, I am satd that there will be an immense increase in the demand for fertilizer next. In every farm I have inspected where fertilizer has been applied the increase rop has been from twenty-five to fifty per cent., at a cost of not over \$2.00 agree for fertilizer.

mend to the farmers of Texas and Louislana the free use of

acre for fertilizer,
We shall recommend to the farmers of Texas and Louisiana the free use of
lizer for the ensuing year.

(Signed)

S. A. KNAPP. Special Agent in Charge.

(Signed)

S. A. KNAPP. Special Agent in Charge.

(Signed)

S. A. KNAPP. Special Agent in Charge.

(Those States in the South which are showing the greatest material growth in the and population are the ones which annually consume the most fertilizers, ness: Georgia, with about 600,000 tons; North Carolina, over 400,000 tons; hessis (Georgia, with about 150,000 tons; North Carolina, over 400,000 tons; hessis fasting, about 150,000 tons, or about 2,000,000 tons; this states alone, and states and the states and states and states and states industry is the cotton, corn and wheat crops of these States, and yet this great industry is toton, corn and wheat crops of these States, and yet this great industry is toton, corn and wheat crops of these States, and yet this great industry is toton, corn and wheat crops of these states, and yet this great industry is toton, corn and wheat crops of these states, and yet this great industry is toton, and will grow as the country grows. This is because the use yet infancy, and will grow as the country grows. This is because the use yet infancy, and will grow as the country grows. This is because the use yet infancy, and will grow as the country grows. This is because the use states in fancy and the previously leasted crops, and which cannot be derived from light, heat and the atmosphere, ested crops, and which cannot be derived from light, heat and the atmosphere assay for the nutrition of plants in the required quantity and in the required saxy for the nutrition of plants in the regulared quantity and in the required down and are forever lost. This is why lands become poor and worn and fail field. Upon this simple but scientific fact as a base rests the great fertilizer stry, wealth the Virginia-Carolina Chemical Company is engaged in one of

ed by man are forever fost. This is why lands become poor and worn and fail field. Upon this simple but scientific fact as a base rests the great fertilizer stry.

Consequently the Virginia-Carolina Chemical Company is engaged in one of Consequently the Virginia-Carolina Chemical Company is engaged in one of most stable industries ever conceived, and its business is bound to grow, most stable industries ever conceived, and its business is bound to grow, most stable industries of any kind resident in the South and of its kind, the industrial interest of any kind resident in the South and of its kind, the industrial interest of any kind resident in the South and of its kind, the industrial interest of any kind resident in the sealing till in the great agricultust in the world. With a steadfast and unbounded faith in the great agricultust in the world. With a steadfast and unbounded faith in the great agricultures of course of the South, it does not hesitate to invest its millions in the grow-i resources of the South, it does not hesitate to invest its millions in the grow-information of capital furnishes the necessary enormous credit to the company to maturity their crops. For the cotton crop alone the converse in bringing to maturity their crops. For the cotton crop alone the converse in bringing to maturity their crops. For the cotton crop alone the converse in bringing to maturity their crops. For the cotton crop alone the converse in bringing to maturity their crops. For the cotton crop alone the converse in bringing to maturity their crops. For the cotton crop alone the converse in bringing to maturity their crops. For the cotton crop alone the converse in bringing to maturity their crops. For the cotton crop alone the converse of the converse of the unwisdom of a narrow and restricted. The company's brands are the most which knows, and on where it trades. The company's brands are the most which knows, and on where it trades. The company's brands are the most which knows, and on where it trades. The company'

S. T. Morgan, President. E. B. Addison, Second Vice-President.

S. W. Travers, Treasurer.
E. D. Crenshaw, Secretary.
E. T. Orgain, Auditor.
Charles E. Borden, Acting Assistant to President and Head of the General Manufacturing Department.
J. Rice Smith, Head of the Sales Department.
P. C. Hoffman, Assistant Managor of the General Manufacturing Department.

p. C. Hoffman, Assistant Manager of the General Assistant Manager of the General Manager of the Jeneral Manager of the Jeneral Manager of the Jeneral Manager of the Jeneral Manager M

posed of some of the stood being:
being:
Mr. S. T. Morgan, the President of the Company.
Mr. E. B. Addison, Second Vice-President of the Company and formerly of Allison & Addison.
Mr. Heirry Walters, Chairman of the Board of the Atlantic Coast Line.
Mr. Heirry Walters, Chairman of the Board of Transurer of the Scaboard Mr. N. S. Meldrum, First Vice-President and Transurer of the Scaboard Mr. N. S. Meldrum, First Vice-President and Transurer of the Scaboard Mr. N. S. Meldrum, First Vice-President Reliway.

Air Line.

Samuel Spencer, President of the Southern Railway.

Samuel Spencer, President of the Southern Railway.

George W. Watt, Capitalist, of Durham, N. C.

R. J. Reynolds, of the R. J. Reynolds Tobacco Company, WinstonSalem, N. C.; capitalist.

E. T. Stotesbury, of the banking squee of Draxel & Co., Philadelphia.

Philadelphia.

James B. Dennis, of the banking house of Blair & Company, New York, James B. Duke, President American Tobacco Company, James N. Boyd, President of Planters, National Bank and capitalist,

T. C. Williams, capitalist, and for many years head of the T. C. Williams Tobacco Company, Richmond, Va.

## HAVE GREATLY DEVELOPED REACHED THE GOAL OF GREAT SUCCESS WITH ABLE MANAGEMENT

## Sons Co. Have Largely Expanded.

That Richmond is being recognized as the Southern metropolis may fairly be ascribed to the mercantile houses, financial institutions and manufacturing plants that have become metropolitan in char-In fact, many of the older concerns of the city have so greatly denative young men that it would hardly be possible to recognize the evolution

be possible to recognize the evolution of to-day as the embryo of yesterday, so to speak. Many houses regarded in their day as having attained to the zenith of the business heavens, have so greatly expanded as to become a marvel to these who can contrast the then with now. It is with such concerns that the old and well-known house of E. A. Saunders's Sons Company is to be classed.

The original founding was well and substantially laid by the late E. A. Saunders, Sr., immediately after the close of the war. He was sole proprietor from 1876 to 1883, when his son, E. A. Saunders, Jr., was taken into the business as a partner. Later Mr. M. A. Chambers was admitted. As at present organized, Mr. E. A. Saunders, Jr., is president, and M. A. Chambers secretary and treasurer.

up of this large mercantile house, and afford a licer space exceeding 150,000 foet, with every facility for handling an immense and modern wholesale business.

As is generally known to the trade, A. Saunders' Sons Company is the leading wholesale grocery and liquor house of the State and the largest of its trade, the South. The stock carried

number of orders, volume of shipments, extent of territory, and aggregate sales. Specialties in groceries, teas, canned goods, all grades and kinds of coffees, green and roasted, salt in car lots, largest handlers of syrups and moiasses between New York and New Orleans, southern distributors of "Pilisbury's, Best." Patent Flour, recognized throughout this country and Europe as the only Best flour on sule. Tobacco and eigars, over \$100,000 stock, southern distributors of the famous Elimerito cigar, which has the largest sale of any cigar in this territory.

The creation of the mammoth house of E. A. Saunders's Sons Company is the result of the tircless energy and rare genius of E. A. Saunders, Jr., than whom, there is probably no more aggressive and progressive business man in the entire South. His long experience and business capacity make him unqualifiedly the man for the responsible place he occupies as head of the reliable, old and popular house, and continuing under his able guidance, it will shed even greater lustre upon Richmond's trade development.

Mr. M. A. Chambers, secretary and treasurer, has also had large experience, and developed both talent and capacity, and the compliant house one of the best officered in the country.

The Virginia State Insurance Company of the superior of the second of the country.

The Virginia State Insurance Company has assets exceeding \$725,000, and surplus to polley holders of \$280,000. The Virginia State is owned by home people, managed by home people, employs home people, spends its money with home people, and should be patronized by home people.—W. W. Hardwicke. Agent.

## WINTER TOURIST HATES

WINTER TOURIST HATES
VIA

THE ATLANTIC COAST LINE.
Winter tourist tickets are now on sale
to all Southern winter resorts via the
Atlantic Coast Line. This line is the
shortest, quickest and most elegantiv
equipped between the North and South.
It offers to health and pleasure seckers
service equalted by none. You make no
changes to Florida resorts.
For full particulars apply to any agent
of the company, or

For full particulate of the company, of C. S. CAMPBELL,
Division Passenger Agent,
Richmond, Va.

"Charity begins at home." So, also, should the patronage of home people be given home institutions. The Virginia State should not be forgotten in this connection.—A. L. Pleasants, Agent,

### The Concern of E. A. Saunders' The Smith-Courtney Company Shows Uninterrupted Frosperity.

like meteors, shoot athwart a communiof space and oftentimes leaving no trace which serve to make the darkness less visible, the old establishment, conservative in its management, characterized as slow in its pace. like the proverbial turtle, reaches the goal of stability and success. Richmond has many houses to-day verging upon a brilliant business career, which owe their past progress, present potency and future possibilities to the sure, strewd and conservative management which hes pressed forward and upward until they are recognized powers in the commercial world, and prime factors in that development of which the city is so lightly proud.

orthneed is onward progress as a corporate body, known as the Smith-Couriney Company. This movement sup-piled nuple capital, and so broadened the business scope that it was practi-cally a new birth that pressed the

attained. DRUTTE 121 1.

The offices of the company are located in the large and roomy! Sulfiding lattinos. 1418, 1420, 1412 and 1424; Bast Cary, Street. The arrangement here for storing goods, handling orders and otherwise conducting this immense business is very nearly perfect, yet, besides commodious quartors, two large warehouses immediately in the rear afford a total floor space approximating 30,000 feet. The business is conducted under three separate departments—general supply.

separate departments—seneral supply machinery and steam engineering and

terests of the house throughout this Larus Brothers' Tobacco Known

section.

The officers are well known business men, who enjoy the confidence of their fellow-citizens for business, thrift and enterprise. Mr. George A. Smith, president, has had a thirty years' connection with the concern, having been its founder, and it is to his experience and judicials pergrepored and business acuments. that the company owes its present at

that the company owes its present at taliments.

H. Ellis, Jr., vice-president, has charge of the machinery department. He is regarded as a most competent judge of machinery in all grades, and his knowledge and experience in this ane make him peculiarly the man for the place. He is also held in high esteem in so lained fraternal spheres. H. C. Boular, secretary and treasurer, being an able financier, looks after the financial affairs, and has been an influential factor in the work of the house.

Mr. Aivin M. Smith, buyer for the general supply department, is a young man of exceptional ability, having had extensive experience in this line, both on the road and in the house, and, therefore, knows the needs of the trade, and is thoroughly competent to fill this important position.

general supply department is a young and or exceptional ability having had extensive experience in this line, both on the road and in the house, and, therefore the trade, and is thoroughly competent to till this important position.

PROM MODEST BEGINNING

The C. F. Sauer Co. Has Expanded to Very Large Proportions.

While awaiting the advent of foreign capital and alien brain and brawn to develop Richmond's industrial field, many demonstrated the productiveness of the field and value of home talent where efforts were properly directed. Where efforts were properly directed where efforts were properly directed. The state territory extends throughout the united States. The factory force numbers about 200, while it traveling men this line of development has been the business of the properly directed where efforts were properly directed. The factory force and Luxury Sonshite and Richmond Rost Sangular and Luxury Sonshite and Richmond Rost Sangular and Luxury Sonshite and Richmond Rost Sangular and Company in a state that the successful career of C. F. Sauer & Company in the business of this now widely haven concern was established in 1857 by large the properli

enlarge the facilities and Scope of the business. Consequently, The C. F. Sauer Company was chartered and enpowered to enter its chosen field as a corporate dy with ample capital and requisite an power and physical force to expend trade dimensions until recognized az e peer of any similar concern in the

berling soventy-nve is regularly employed; in mindling the immense trade developed by the up-to-date management of this company.

The factory capacity of 50,000 bottles per day, and its trade territory extends throughout every State east of the Mississippi, thoroughly bevering twenty-strates. Increase of business during the past year, 25 per cent.

From its unassuming start, the Sauer Company has gone forward and upward until to-day. It is the largest manufacturing concern in the United States. Its product is recognized as standard, "The Best by Test." Its purity is unrivalled and in strength, it is unexcelled. These sinternents are not extravagant assertions made by the company to boom business, but are sustained by facts with which the Company received highest award and medal at the Louistann Purchase Exposition, which has just closed at St. Louis, This is the sixth highest award and medal received by this company for purity, strength and fine flavor. It is merit alone, quality of product, and professory of management that has contributed most largely to the phenomena success of The C. F. Sauer Company, and t is upon merit that the house will continue to build its dome of renown. A faint idea of the extent of the business and the rapidity of its growth may be formed from the statement that five years ago, the company was represented by eight traveling men, energetically working to push sales and expand territory, while to-day, a corps of eighteen traveling men are engaged in the work of distributing the product of the Sauer Company, and no doubt the future will will now the same progressive spirit will remain in control, and it is safe to say that the same morny's affairs, until it stands without a per and a most poten, factor in Richmond's material advancement.

The directors are C. F. Sauer, president, Fritz Sitterding, vice-president; S. B. Dunston, secretary and treasurer; E. Raab, director; R. E. Crump, director.

## A SUCCESSFUL CONCERN.

Richmond Furniture House

# That Has Grown Rapidly.

ffice No 1406 East Main Street.

The business was established in 1894, by S. P. Jones, James P. Jones, C. S. Reams S. P. Jones, James P. Jones, C. S. Reams and G. W. Reams. The firm consisted of young men, each of whom had had previous connection with, or experience in some branch of the furniture trade. This combination of youthful energy and business vim has demonstrated a success that promises even greater lines of expansion in the future. Commencing business at No. 1431 East Main Street, it was found recessive to seek larger quarters, necessi-

sion in the ruture. Commencing business at No. 1481 East Main Street, it was found necessary to seek larser quarters, necessitating the removal to No. 1406 East Main Street in 1559.

Still the trade expanded, and five years later, the branch store at No. 1406 East Main Street was opened. A large and complete, line of saleable goods is always in stock and sold at right prices, consisting of general household and kitchen furniture, floor coverings, cooking and heating stoves, bedding and hed covering prictures, etc. "Low prices and easy terms" has been the motio of the house, while combined with courtesy and fair dealing, has contributed most largely to the firm's ominent success. Here a house can be furnished from garret to cellar, including window drapery, wall decoration, and crockery, clocks, lamps, etc.
The trade territory is principally local, but large shipments have been made to other States, and the branch stores in Petersburg, Lynchburg and Roanoke, distribute large quantities of furniture and other household goods throughout the adjacent territory. In handling this extensive business, about thirty persons are given steady employment. The past year's business has been very satisfactory, and a gratifying increase over previous years. The outlook is very encouraging for continued prosperity and theres of the reads entire trades of the needs of the trade, supplied from

Having acquired a greater knowledge of the needs of the trade, supplied from past experience, and being in closer touch with large manufacturers in all parts of the country, the firm of Jones Bro. & Company is better equipped than ever before to supply the wants of housekeepers at moderate obst. and on the most accommodating terms.

To inspect the goods of this house, is to become a customer, which, in turn, means a life-long friend. Customers not only come back to buy, but very often bring their neighbors, and it is only a question of time when the firm of Jones Bro. & Company will take rank among the largest and leading cash or credit furniture houses in the South.

# MANY POPULAR BRANDS.

Through the Whole Country.

co manufacturing establishment was lai co manufacturing establishment was ladd in 1877 by C. D. and H. C. Larus, which continued uninterrupted up to the death of Mr. H. C. Larus in 1823, which C. D. Larus succeeded, conducting the business under the same firm style of Larus and Brother until 1800, when a charter was obtained, incorporating the Larus and Brother, Company, which has since very successfully continued the business of manufacturing plus, our augus and graphulated successfully continued the business of manufacturing plug, our plug and granulated tobaccos. The company is capitalized at \$125,000, and is rated as one of the best and most reliable tobacco concerns in the city. The plant and main offices are located at Nos. 7 and 9 South Twenty-first Street. The factory has a capacity of two million pounds of manufactured product per annum.

As tobacco manufacturers, the old from had established an excellent reputation, both at home and abroad, and the incorporated concern has not only sustained, but added to that reputation.

The officers of the present company are carries D. Latius, president; William T.

# A GREAT BLESSING STEADY BUSINESS

A Richmond Concern of National Reputation-A Boon to Sufferers.

## GALESKI OPTICAL COMPANY UNDER ABLE MANAGEMENT

A House Founded in 1884 Now Doing a Great Manufacturing Business.

ing the name and fame of Richmond the S. Galeski Optical Company stands proeminently as one of the most enterpris-ing and progressive. No effort to show the expansion and development of Richmond as a great center of Southern wholeand retail trade would be completo that falled to include a brief history of this reliable and advanced house, the foremost of its kind in the Bouth.

sistants, and supplied with the latest and best scientific appliances, has developed magnificent business and a credit to a metropolitan city like Richmond. It is favorably known far and near, and has induced many sufferers from impaired visionary powers to visit the city in search of benefit, the most of whom re turn, highly gratified with their visit, and carrying home pleasing pictures of Rich-

universal lines. Being also a man of rare discernment, Dr. Galeski early saw the advantages to be gained through incorporation, consequently, Galeski Optical Company was chartered, with ample capital; Dr. S. Galeski, prosident, and Joseph B. Montgomery, treasurer. The manufacturing plant, store and main office are located in the new building on the southwest corner of

building on the southwest corner of Eighth and Main Streets, in this city.

The business consists of the manufacture and sale of optical and photographic ipods. In fact, everything optical and photographic is carried in stock and handled by this now reliable firm of wide repute. Many people are employed by it and its trade is in terrifory embracing the entire South and many other sections of the country.

The establishment, under its present efficient mahagement, constitutes a trinity—three distinct departments in one—retail, manufacturing and wholesale and photographic. The retail branch is conducted upon strictly scientific principles for the sale and proper adjustment of spectacles and eyeglasses. Here it is that prescription work has become a specialty. This feature receives the greatest care and enjoys the confidence of every reputable oculist in the South. This statement is confirmed by the further fact that the S. Galeski Company ills an average of one hundred prescriptions daily from oculists located in all parts of the South ill is now well known and acknowledged that no other optical house in the country has better facilities or is capable of turning out finer work than that produced by the S. Galeski Company. Besides carrying a full line of optical goods, this branch is in charge of an expert optical not repure the care of an oculist. So well and favorably known has this department become that it is visited daily by patrons scattered throughout the South, who come to Richmond in search of help, and usually return to their homes greatly benched from and pleased with the scientific treatment they have received at the hands of the S. Galeski Optical Company. One great feature of this dopartment is that it is shorn as nearly as possible of all elements which usually enter into vexatious delays. Carrying as they do the most extensive stock and complete assortment of correct and special optical goods is always carried in stock and offered at reasonable prices. The prescriptions feature and fitting of giass

show cases of this firm contain articles not often found outside the great importing cities. Everything is selected with care and so priced readily to meet the demands of the large and widely extended trade of which this concern is center and circumterence.

In the manufacturing and wholesale departments the same studious care and skilled management obtain which characterizes its retail business. The plant is up-to-date in every particular, comprising all the latest improvements and scientific paraphernalia that enters into the modern and compile equipment of the twentiet century optician. Here is performed by skilled workmen the grinding of the lens and other preparatory work, as well as the hisiling touches which to-day enter into the composition of the best glasses obtainable. This branch of its business, in connection with its wholesale trade, denominates the S. Galeski Optical Company as the only concern, of its kind in the State, and the first to occupy the Southern field. Many people are employed in its various departments. The trade is very extended, covering thoroughly the southern field. Many people are employed in its various departments. The trade is very extended, covering thoroughly the entire South, with an efficient corps of traveling salesmen, who sell to the trade only.

The business has been gratifying from its inception, and the volume of trade is factory increase over the preceding year, as it has done every year since its establishment. The present managers will

only.

The business has been gratifying from its inception, and the volume of trade the past twelve months shows a very satisfactory increase over the preceding year, as it has done every year since its establishment. The present minagers will continue in charge, and it is safe to say that the company's business will continue to show a corresponding increase.

The photographic department was added a few years ago as a distinct branch. Amateur photography was made the leading specialty, and no effort was spared to develop this feature to the fullest extent. A most complete stock of such goods, including lodales and cameras, is carried at all times. In fact, an inspection of the immense and handsomely displayed stock of photographic supplies corroborates the company's assertion that it deals in "everything photographic. Not only has the detail of stock and selection of supplies been looked after, but the amateur photographer is necorded every facility and accommodation possible. So well has the affort along this line been appreciated that the house points with pride to its large and growing trade. This, like each of the other departments, is in charge of an expert and skilled artist, whose knowledge and experience has added and encouraged many beginners, and also alded in achieving an otherwise doubtful success.

The officers are well known gentlemen, prominent in business and social life.

A Richmond Dry Goods House With a Wonderfully Prosperous Record.

The Concern of Drewry, Hughes Co. Have Made Great Strides.

This mammoth and reliable jobbing nouse has long ranked among the oldest as well as the largest and best concerns that go to make up Richmond's immense wholesale trade.

The business was founded in 1840 by the late Major A. H. Drewry and others, a brother of the president of the present company, and for many years a conspicuous figure in Virginia's agricultural, commercial and financial interest, The company was incorporated in 1807

with Major Clay Drewry as president, which office he has held continuously vice-president and treasurer, which posttion he still occupies. After incorporating, the duties of general manager devolved upon Mr. Freeman, who is yet, a comparatively young man, and under his able management the company has gone forward and upward carrying home pleasing pictures of Richmond to hang on memory's wall.

The business of this house of national reputation was founded in 1884 by Dr. S. Galeski, who is not only an optician of high attainments, but a man of affairs, whose energy and enterprise are only whose energy and enterprise are only seek larger quarters, which it confinued to the configuration of the seek larger quarters, which it confinued to configurations are only seek larger quarters, which it confinued to configurations. to outgrow, until enlargement of the dious and conveniently arrange ing, which it now occupies 1412-1414-1416 East Cary Str structure is the largest in the

Ample capital, experienced officers and managers, large and well selected stock, especially adapted to Southern trade, a full complement of clerks and traveling men, has enabled this reliable house to extend its business throughout the territory from Virginia to Georgia. Enjoying as it does, well nigh unrivalled transportation facilities, orders are gotten out with incredible dispatch. The affairs of the house are conducted upon the highest business principles, each employee being required to bear ever

employee being required to bear ever in mind that the success of the concern

employee being required to bear ever in mind that the success of the concern depended upon the success of the concern dependent upon the dependent of the following the content of the success of the concern dependent upon the success of the concern dependent upon the success of tative of this paper, it i fifth of the orders filed by this neared during the past full season, came entirely unsolicited. This is all the more surprising when taken in connection with the fact that the company employs the largest force, of traveling salesmen in this line going out of Richmond, and it is probable that no other concern in this country can make and verify a similar statement. The house makes valid caining as to being the oldest, as well as the largest wholesale dry goods and notion house in the South, and bases its assertion upon the following interestion upon the following interestion of history. The house has been corously engaged in the dry goods bus for sixty odd years. Major Clay I ry's connection with the business concertly, half a century, and he stimains in close touch with the affa the company, being the senior buy the dry goods department.

The notion department is undeable management of Mr. Joseph H. which position he has held for thirty years, during which time I

-1904.
The members of this house have always been ready to contribute to the public welfare, and have rendered valuable service to the community as members of the Chamber of Commerce, of which organization Mr. Freeman is second vice-president at this time.

The Virginia State Insurance Company has assets exceeding \$725.050, and surplus to policy holders of \$280,000. The Virginia State is owned by hore people, managed by home people, employs home people, spends its money with home people, and should be patrouted by home people.—Brander & Co., Inc., Agents.



"Charity begins at home," So, also, should the patronage of home people be given home institutions. The Virginia State should not be forgotten in this connection.—Williamson Talley & Co., Agents.